

Message Text

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C O N F I D E N T I A L MOSCOW 3068

LIMDIS

USDOC FOR BEWT/DOWNEY

E.O. 11652: GDS

TAGS: ETRD, EEWT, ENRG, UR, US

SUBJECT: DOW CHEMICAL PURCHASES OF SOVIET NAPHTHA

REF: MOSCOW 193

1. DURING FEBRUARY 26 CONVERSATION WITH COMMERCIAL ATTACHE, DOW CHEMICAL REPS TZENTIS AND RUSSELL REPORTED ON THEIR LATEST MEETING WITH SOYUZNEFTEEXPORT OFFICIALS REGARDING SOVIET NAPHTHA DELIVERIES TO DOW'S TERNEUZEN (NETHERLANDS) FACILITY (REFTEL). ACCORDING TO DOW REPS, THEY WERE ADVISED BY SOYUZNEFTEEXPORT OFFICIALS THAT IF US-USSR OIL AGREEMENT WERE CONCLUDED AND IF THIS AGREEMENT WERE TO REQUIRE THAT ALL CRUDE AND PRODUCTS SOLD UNDER THIS AGREEMENT BE DELIVERED TO UNITED STATES, SOYUZNEFTEEXPORT WOULD REGARD THIS AS FORCE MAJEUR SITUATION GIVING THEM THE RIGHT UNILATERALLY TO BREAK LONG-TERM NAPHTA DELIVERY CONTRACT WITH DOW. SOYUZNEFTEEXPORT OFFICIALS REPEATED THEIR EARLIER REQUEST THAT DOW AND OTHER U.S. COMPANIES PURCHASING SOVIET CRUDE AND PRODUCTS FOR DELIVERY IN EUROPE URGE USG TO INCLUDE THESE DELIVERIES IN ANY LONG-TERM OIL/PRODUCTS AGREEMENT.

2. COMMENT: DOW OFFICIALS SAY THEY HAD IMPRESSION FROM REMARKS
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OF SOYUZNEFTEEXPORT OFFICIALS THAT USG WAS TENDING TOWARD

AGREEMENT WHICH PROVIDED FOR DELIVERY TO UNITED STATES
OF ALL CRUDE AND PRODUCTS SOLD UNDER LONG-TERM AGREEMENT.
COMMATT SIMPLY OBSERVED THAT NEGOTIATIONS WERE STILL
UNDERWAY IN WASHINGTON AND THAT CLOSE CONSULTATIONS
BETWEEN DOW AND APPROPRIATE USG AGENCIES WOULD APPEAR
IN ORDER.
STOESSEL

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